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AGRICULTURAL COOPERATION

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THE EVOLUTION OF COOPERATIVE MARKETING OF RAISINS

Three new associations have been created to handle the marketing problems of the Sun-Maid raisin growers. These are, the Sun-Maid Raisin Growers of California, the Sun-Maid Raisin Growers of Delaware, and the Sunland Sales Association. Fresno, Calif., is to be the headquarters for all three associations. The first-named company is a California corporation composed exclusively of growers. Its functions are those of maintaining the contacts and relationships with the growers, securing contracts and deliveries of raisins, arranging for and making advances to the growers, receiving the net proceeds of sales, prorating these proceeds to the growers, and, finally, supervising the economical and efficient fulfillment of the contract between this organization and the Sun-Maid Raisin Growers of Delaware, the common stock of which is held by the California corporation.

The Delaware corporation was created as a service organization to perform various purely commercial functions for the membership organization, such as processing, storing and packing the annual crops. Approximately \$2,500,000 has been contributed to its capital and bonds to an equal amount have been issued. This corporation has been organized into four major divisions: operation, merchandising, public relations, and office management and accounting.

The Sunland Sales Association is being organized as a subsidiary of the Delaware corporation to take over the activities connected with the marketing of Sun-Maid raisins. Its charter is broad enough to include every power necessary for maintaining a world-wide selling agency.

For sales purposes the United States has been divided into fifteen districts, Canada into four, the United Kingdom into five, China into three, and India into five. There are also salesmen in Belgium, Holland, Sweden, Norway and Denmark. Sales headquarters are maintained at Singapore and Calcutta, and the growers are represented in Central and South America, in Africa, Japan, New Zealand and Australia.

The association which has been functioning for the past two years under the name of the Sun-Maid Raisin Growers has been placed in the hands of one of the directors as a friendly receiver to close up the business and clear the road for the new organizations. The Sun-Maid Raisin Growers in February of 1922 succeeded the California Associated Raisin Company, the original organization which was incorporated November 27, 1912.

FARMERS' COOPERATIVE LAUNDRY COMPLETES TENTH YEAR

An unusual example of cooperative enterprise is the River Falls Cooperative Laundry Co., River Falls, Wis., organized in March of 1914 in connection with the farmers' cooperative creamery at that point, to serve both town and country families. The membership in 1923 was 255 of which number from one-fourth to one-third were farmers. Six per cent interest is paid on capital stock and prices are said to be kept as low as can be to be commensurate with good work.

This laundry enjoys the distinction of holding a prize of \$300 offered in 1914 by the dean of the Wisconsin College of Agriculture for the first farmers' cooperative laundry which should operate successfully for one year. Another laundry at Milltown, Wis., also established in 1914, competed for the prize. Both companies operated successfully for more than the required year but the board of award withheld the prize until time should show that they were established on a firm financial basis. The Milltown laundry failed after three years and the prize went to the River Falls Laundry Co.

Business for the first year of operation amounted to \$6,343. The following figures regarding the operations of the company are selected from the annual statements dated January 4, 1922, 1923 and 1924:

Year :	Volume of Business :	Real Estate, Buildings and Equipment :	Capital Stock :	Reserve Fund :	Net Gain :
1921 :	\$13,570	\$10,300	\$8,490	\$1,233.46	\$ 382
1922 :	13,227	10,214	8,490	182.90	1,393
1923 :	16,426	10,300	8,540	551.01	801

Figures for salaries and wages for the past three years are given as follows in the annual statements:

Year :	Salaries :	Wages :
1921 :	\$500	\$7,798.16
1922 :	450	6,883.98
1923 :	600	7,861.60

The only other farmers' cooperative laundry in the United States which has been successful for a term of years and has reported to the Department of Agriculture, is the Chatfield Cooperative Laundry, Chatfield, Minn., established in 1912 by the Chatfield Creamery Company and operated in conjunction with the same. Concerning this laundry the secretary writes under date of January 2, 1924, "The cooperative laundry is still popular but it is harder to pay expenses at our present prices on account of the cost of supplies and labor. Last month 88 farmers sent their washings at an average cost of \$2 per patron."

STATUS OF COOPERATION IN THE NETHERLANDS SHOWN IN REPORT

Holland has fewer cooperative enterprises than it had some years ago, according to a report from the American Consul General, dated Rotterdam, December 20, 1923. The decrease has been mainly in the agricultural organizations and the building organizations, the chief reason for the decrease in the latter class being the high cost of all building material during and since the war, and the depression in all lines of business.

The reduction in the number of agricultural societies is considered of great significance in a country where cooperative enterprises among farmers have been so highly developed as in Holland. Cooperative sales of farm products, particularly of vegetables, have been so unsatisfactory during the past two years as greatly to weaken the system, while a number of sugar-beet concerns have been absorbed by a central organization which has come to be practically a "trust" in the sugar business of the country.

Statistics for four years, 1910-1915, were kept by the general organization of cooperative societies, known as the Nederlandsche Coöperatieve Bond. Since 1915 no statistics have been kept, but the Bureau of Statistics at the Hague has canvassed the official registers of the chambers of commerce of the country for returns from such organizations and has embodied its findings in the following table:

Type	Number of Known Cooperative Organizations				
	1910	1912	1914	1915	1923
Consumers' Organizations	223	270	240	327	413
Insurance Organizations	42	46	47	54	84
Building Organizations	201	236	269	282	178
Credit Organizations	536	641	715	749	854
Agricultural Organizations)	:	:	:	:	(630
Dairy Product Organizations)	1,163	1,254	1,362	1,417	1,523
Organizations for the Middle Classes	--	--	--	--	94
All Others	155	206	261	290	276
Total	2,320	2,553	2,894	3,119	3,052

With the exception of the two types of societies mentioned above, progress has been made in the cooperative movement and the principle is accepted as of great benefit to the members of the associations. Co-operation in the dairy industry has reached a point where the principal exporting business is in the hands of a cooperative enterprise.

A movement of peculiar interest which has developed in the past two or three years is the organization of cooperative societies for the "middle classes" who felt their interests were not cared for. Branches have been organized in various parts of the country to carry on a buying and selling business of a more or less general nature for the members.

ACTIVITIES OF A SUCCESSFUL LIVESTOCK SHIPPING ASSOCIATION

Over \$800,000 was received by the Adams County Shippers' Association, Quincy, Ill., for the 689 cars of livestock sent to market during 1923. The livestock which was furnished by 4,360 shippers consisted of 1,286 sheep, 2,526 head of cattle, and 49,435 hogs. The local charge, amounting to \$13,943, was made up of the following items: Prorata fee, \$1,115; compensation of local managers, \$5,360; county manager, \$2,155; sinking fund, \$3,064; association account, \$1,617; other charges, \$630.

The amount received by the association from the terminal markets was \$836,425. Adding to this the amount of the freight and the terminal charges, namely, \$54,765, gives the selling price of the livestock at the terminal markets as \$891,190.

The association received 93.85% of the amount paid at the terminal market, and the producers received 92.30%. Of the amount received by the association 98.33% was paid to the producers.

Assuming the selling price as 100% the percentages for the various parts into which the total was divided were as follows:

Transportation and terminal charges . . .	6.14
Local charges	1.56
Paid to producers	92.30
Total sales	100.00

The charge for insurance for the year was less than four-tenths of one per cent. The insurance covered all animals from the time they were received at the local yards until sold at the terminal markets. Shipments were to East St. Louis and Chicago. Claims were paid in full.

Local charges are made on the following basis: 5¢ per cwt. for insurance on hogs and sheep and 1¢ on cattle in mixed shipments; 8¢ per cwt. for association expenses, including offices expenses and local managers.

Detailed figures regarding the operations of the association since it began functioning in September of 1919, are as follows:

Year:	Number:	Number of:	Head of :	Amount :	Local :	Net to
: of Cars:	Shippers :	Livestock :	Received :	Charges :	Producers	
*1919:	101 :	439 :	7,679 :	\$ 211,640.00 :	\$ 1,409.02 :	\$ 210,250.98
1920:	610 :	3,335 :	44,529 :	1,200,067.18 :	12,636.99 :	1,187,430.19
1921:	795 :	4,946 :	59,775 :	1,012,051.83 :	14,534.89 :	997,516.94
1922:	633 :	4,282 :	47,230 :	909,379.53 :	12,102.36 :	897,277.17
1923:	689 :	4,360 :	53,247 :	836,425.15 :	13,943.29 :	822,481.86

*September, October, November and December.

The association controls all the cooperative shipping of livestock from Adams County. In addition to a county manager there is a local manager at each shipping point. The accounting is all handled in the central office which is equipped with electric calculating machines.

LIVESTOCK TERMINAL SELLING AGENCIES REPORT BIG BUSINESS

Business to the amount of \$178,000,000 is reported by 19 of the 25 farmer-controlled selling agencies operating in livestock terminal markets during 1923.

It is estimated that the amount of business from the six associations from which reports are yet to be received will raise the figures indicating total volume of business for all associations to about \$200,000,000.

The 25 selling agencies are located in the following 19 markets: Buffalo; Chicago, 2; Cleveland; Denver; Detroit; East St. Louis, 2; Evansville (Ind.); Fort Worth; Indianapolis; Kansas City, 3; Milwaukee; Oklahoma City; Omaha; Peoria; Pittsburgh; St. Joseph (Mo.); South St. Paul, 3; Sioux City; Sioux Falls (S. D.)

The 19 associations from which reports have been received handled 134,895 cars of livestock. The total number of animals sold was over nine million, consisting of 906,773 head of cattle 523,081 calves, 1,035,881 sheep, and 7,251,565 hogs.

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COOPERATIVE LIVESTOCK COMMISSION ASSOCIATION REPORTS SURPLUS

Business increases ranged from 13% of 41% with the Central Co-operative Commissions Association, South St. Paul, Minn., during the year 1923. The total amount of sales for the year was 15.63% greater than for 1922; the number of cars of livestock handled was 30.6% greater; and the number of head of livestock was 41% greater. The total number of cars of livestock in 1923 was 20,339 as compared with 15,571 in 1922, and the total sales for 1923 were \$24,723,051 as compared with \$21,756,804 for 1922. The percentage increases and decreases in comparing 1923 with 1922 for the several kinds of livestock are as follows:

Kind of Livestock	Number of Head		Percentage	
	Handled			
	1922	1923	Increase	Decrease
Hogs	691,356	1,072,476	55.1	:
Calves	117,219	143,615	22.5	:
Cattle	131,897	139,722	5.9	:
Sheep	58,858	53,668	:	3.8
Total	999,330	1,409,481	41.0	

It was reported by the management at the close of 1923 that there was a favorable balance in the net surplus fund of \$95,000. It was estimated that the savings to shippers because of the commission rates charged by the association were lower than those charged by the other firms operating on the same market, were approximately \$100,000.

COLORADO POTATO MARKETING ASSOCIATION IS ACTIVE

To December 1, 1923, the Colorado Potato Growers' Exchange, Denver, Colo., a selling agency for 21 local associations, had handled approximately 2,400 cars of potatoes. As the first car was shipped July 16, the average monthly shipments have been in excess of 600 cars. Nearly \$200,000 has been advanced to the growers on potatoes in storage. On December 1, the exchange held 2,043 contracts covering 34,640 acres. Potato bags to the number of 1,127,600, costing \$88,086, were bought by the exchange for its members.

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LOCAL POTATO ASSOCIATION ABLE TO FINANCE ITSELF

Forty-four Michigan farmers joined forces in the fall of 1921 and formed the Edmore Potato Growers' Association, with headquarters at Edmore. They rented an old potato cellar for a storehouse and shipped their crop through the Michigan Potato Growers' Exchange, shipping 86 carloads the first season and 123 cars the second. This season they have already shipped 100 cars and expect to have 200 more.

It is claimed that the success of this local association is due to three things: loyal potato-growing members, sufficient capital for ordinary needs, and business-like management. Each member upon joining the association signs a note for \$100 which is used as collateral. He also signs a crop contract with a penalty clause of 5¢ per cwt. in case of breach of contract. The contracts are rigidly enforced. No great amount of capital is required as the association owns no property except potato graders and trucks. It has never been necessary to borrow money from the local bank as the members themselves lend the association two or three thousand dollars each fall to start the business. Seven per cent interest is paid on these loans which run only a short time but are repaid as soon as possible after shipping begins. Only \$2,000 was borrowed last fall and this has been repaid and a fund of \$2,000 has accumulated from undivided excess handling charges.

The plan of handling the business is interesting. Payment is made upon delivery of potatoes of about 75% of the daily pool price as reported from the central office of the Michigan Potato Growers' Exchange. The balance is retained by the association until all expenses are paid, when any excess is prorated to the members. This season the advances have practically equalled the cash buyers' prices and a surplus fund of about \$2,000 has accumulated. All profits are divided at the end of the season and the next year the association begins with a clean slate.

A small supply business is conducted, amounting to not more than \$3,000 annually. Coal, flour, feed, seed, and auto tires are handled, entirely on a cash basis. No potatoes are shipped for non-members and sales of supplies are limited to the membership except sometimes coal. Shipping stations are operated also at Wymán and Cedar Lake and warehouses are maintained at both points.

WISCONSIN CHEESE FEDERATION HAS FUNCTIONED FOR TEN YEARS

December 31, last, marked the close of the first decade of cooperative cheese marketing through the Wisconsin Cheese Producers' Federation, Plymouth, Wis. During the ten years the number of factories constituting the federation has increased from 45 to 175; the number of pounds of cheese handled in a year has increased from 6,125,000 to nearly 25,000,000; and the amount paid by the federation to its local units has increased from less than one million dollars to nearly four million dollars. Detailed figures by years are as follows:

Year	: Number of	: Pounds of Cheese	: Value of
	: Factories	: Received	: Cheese
1914	: 45	: 6,125,480	: \$ 887,501
1915	: 43	: 7,558,796	: 1,132,867
1916	: 45	: 7,490,020	: 1,304,640
1917	: 56	: 8,981,303	: 2,171,526
1918	: 63	: 8,522,509	: 2,322,536
1919	: 120	: 14,098,021	: 4,318,956
1920	: 125	: 13,982,817	: 3,918,721
1921	: 140	: 15,564,414	: 2,857,046
1922	: 175	: 18,873,496	: 3,764,851
1923	: ---	: 24,607,000	: - - -

The federation is a non-profit cooperative organization serving 3,500 farmers who deliver milk to 175 local cheese factories. It is managed by a board of eleven directors. Eight warehouses are conducted for the assembling, paraaffining, and shipping of the cheese produced. In December, 1923, the federation opened its new sales room in Chicago, from which a stock of all the different kinds of cheese will be marketed.

The outlook for the future as regards the cooperative marketing of cheese is summed up by the editor of the Federation Guide, the official organ of the exchange, in the issue of January, 1924. The editorial says in part:

In no period of the state's history has so much attention been focussed on the subject of cooperative cheese marketing as right now. Through publicity given by the press and by meetings held in cheese-producing sections, every farmer in the state has heard about the federation. There are few, if any, factories in which a substantial portion of the patrons are not ready right now to join hands with federation farmers to make the federation what it should be, the dominating factor in marketing the producer's cheese.

MEETINGS OF RUSSIAN COOPERATIVE SOCIETIES

On November 5, 1923, the 35th All-Russian Congress and the 25th anniversary meeting of the Central Union of Consumers' Cooperative Societies (Centrosoyus) opened at Moscow with nearly 3,000 delegates and visitors in attendance, including many foreign delegates and guests of honor.

Financial reports showed something of the growth of the societies. It was stated: "When in 1909 the old Centrosoyus reached a turnover of 1,000,000 gold roubles it was considered an immense success. But in 1914 it had attained 10,000,000, and in 1918 it was 47,000,000 gold roubles. The first half of 1923 realized for Centrosoyus a turnover of more than 100,000,000 gold roubles..... During the third quarter of the year the turnover had reached a total of 62,000,000 roubles, thus exceeding by 20% the turnover of the preceding six months." The export of grain was begun in January, 1923, and of butter and eggs in May.

A proposal to raise the standard of cooperative education to the level of a university, was adopted unanimously. Libraries and schools of cooperation are well established and Centrosoyus expends \$1,400 per month on direct educational work. This represents 40% of the total expense for the work, the affiliated societies paying the remaining 60%.

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CARRY-OVER OF 1922 PRUNE CROP TO GO TO EUROPE

Announcement was made by the California Prune and Apricot Growers' Association, San Jose, Calif., on December 22, 1923, that the sale of the 1922 crop of prunes was completed. In order to clear the way for marketing the 1923 crop the carry-over from 1922, both on the coast and on consignment throughout the country, was sold for what it would bring for export to Europe. The lower grades will be used in Germany for manufacturing purposes. In addition to this a large portion of the undesirable small sizes of the 1923 crop was sold for export, making the total sales for export in December amount to more than 20,000,000 pounds.

An extensive advertising campaign has been planned to acquaint consumers with "Sunsweet" prunes and apricots. The "opening gun" of this campaign was the distribution the first week of January to 95,754 grocers of an attractive poster or "broadside" telling the grocers just what the association was planning to do to inform consumers through the magazines and newspapers of the value, quality and low prices of prunes.

Among the features of the new sales policy announced by the management, the following is noted: "To so fix our prices that everyone will accept them as the standard, and when brokers, wholesalers or jobbers take our goods at our prices they will be guaranteed in the knowledge that, at those prices and with our high standard of packing, they will be able to market the fruit and receive a fair return for their effort." The development of a foreign sales department is also a part of the policy.

COURT OPINION RELATIVE TO CONTRACT WITH NON-MEMBERS.

In the case of the Dairymen's League Cooperative Association, Inc., v. Holmes Bros., recently decided by the Appellate Division of the Supreme Court of New York, the validity of the contract which the association had with non-members was involved. The association brought suit against the defendants and recovered a judgment for \$223.16 together with costs. From this decision Holmes Bros. appealed. The judgment referred to was one for stipulated or liquidated damages. The association entered into a contract with Holmes Bros. under which they were to market their milk in accordance with the provisions thereof. Holmes Bros. delivered milk in pursuance of the contract for a number of months, and then disposed of their milk outside the association. On account of this fact the association brought suit. On appeal it was contended by Holmes Bros. that the contract which they had entered into with the association provided for deductions with respect to non-members which were not authorized by the statute under which the association was incorporated. A paragraph in the contract provided that the association might make deductions from the proceeds received from the sale of milk to cover the expenses incident to the marketing of the milk together with such matters as interest, overhead and depreciation. Holmes Bros. apparently made no objection to the deductions made by the association under this paragraph. However, in another paragraph of the contract it was provided that the association might make further deductions to create a special fund to retire loans and to provide funds for building warehouses, other necessary buildings, and for the purchase of land, buildings and necessary equipment. It was contended by Holmes Bros. that the association was not authorized by the statute under which it was operating to make this deduction last referred to. This contention was based largely, if not entirely, on the following provision of the statute under which the association was formed:

The Association, as agent for a non-member may --
sell his -- dairy -- products, but in no case shall it charge
a non-member for such services more than the actual cost there-
of including the pro rata part of all overhead expenses. --

Holmes Bros. contended that the association was acting ultra vires, or beyond its powers, in that pursuant to the contract provision referred to above it made deductions from the proceeds received from the sale of their milk in excess of the actual cost of marketing the product, that is to say, it made deductions for such matters as the retirement of loans and the erection and purchase of buildings. The court held that the contract provision in question was ultra vires. The court also held that the provision for stipulated or liquidated damages under the peculiar facts of the case constituted a penalty, and was hence unenforceable. This provision of the contract reads as follows:

The Producer covenants and agrees to and with the association that if he at any time refuses or neglects to deliver such milk or the manufactured product thereof produced or manufactured by him to the Association, or upon its order, at such time and place as the Association may direct, then and in that event in every such case the Producer neglecting or refusing so to do will pay to the Association for such refusal or default, the sum of Ten Dollars (\$10.00) per cow for 30 cows, and if such default or refusal shall continue for more than one month, an additional sum of Three Dollars (\$3.00) for each cow per month, for the same number of cows, so long as such default or refusal continues, none of which payments are to be construed to be a penalty or forfeiture, but as stipulated liquidated damages as prescribed by Section 209-A of Chapter 655 of the Laws of 1918 of the State of New York, and it is hereby agreed that the Association will suffer by reason of such refusal or default.

The Court reached this conclusion through the following method of reasoning: The overhead expenses of the particular milk pool in which defendants were interested for a period of eleven months was \$73.03, while the stipulated damages provided for by the contract for the same period would amount to \$1,200.00. The statute under which the association was formed permitted it to include a provision with respect to liquidated damages in the contracts, but it also provided that such damages should have a fair relationship to the damages which would ordinarily be suffered under like circumstances. Inasmuch as the court had held that the association was without power to make any deductions from the proceeds received from the sale of milk of non-members, except deductions for operating and maintenance expenses, it held that it was plain that the amount of liquidated damages called for by the contract did not have a fair relation to the damages which ordinarily would be suffered in like cases, owing to the fact that the total marketing expense for the period of eleven months of the pool in which defendants were interested was only \$73.03, while the stipulated damages under the contract for the same period would be \$1,200.

The association has stated that it will appeal the case to the Court of Appeals of New York State. It should be observed that this case is based upon unusual facts, and it should not be regarded as superseding those decisions in which the contracts of cooperative associations with their members have been upheld.

L. S. Hulbert.

NEW YORK TO HAVE AGRICULTURAL CREDIT CORPORATION

A new organization to be known as the New York Agricultural Credit Corporation is to be formed by the Cooperative Grange League Federation Exchange, Ithaca, N. Y. The credit corporation will act as a discount agency for the exchange through the Intermediate Credit Bank at Springfield, Mass. For the present credit will be furnished only to the exchange.

The financial statement of the exchange, made public at the recent meeting of the board of directors, showed that the organization purchased for its members during eleven months closing November 30, 1923, farm supplies to the amount of \$5,141,628. A deficit which existed at the beginning of 1923 had been wiped out and a surplus accumulated from which a dividend to stockholders will probably be paid in the spring.

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INDUCEMENTS OFFERED TO COOPERATIVES IN BRAZIL

In an effort to develop the agriculture of the country, the State of Para, Brazil, has enacted certain new laws governing the establishment of cooperative societies in that state, a translation of which laws has been submitted by the American Consul, under date of December 14. It appears that the governor of the State of Para is greatly interested in the development of agriculture but realizes that the people are without means and that funds must be made available to aid those who are willing to carry on the work.

Among the measures adopted to encourage the organization of cooperative enterprises are the following: Each of the first five associations organized is to be granted an annual subvention of 20 contos (par value \$324.40) in the current money of the country; such societies are to be exempt from certain taxes; they are offered free transportation over railroads, marine and river transportation companies belonging to the state, for seeds, plants, fertilizers, machinery and other supplies, for breeding animals, for agricultural teachers and their assistants, when in service teaching agriculture, and for school supplies; exemption of freight by state-owned transportation companies; reduction of 50% on price of breeding animals sold by the state; reduction of 50% in taxes on exports; and gratuitous concessions of land for experimental work. All other cooperative societies are to receive the same concessions except that of subvention.

All cooperative societies legally installed in the state are to be considered as institutions of public utility, and articles regarding their establishment, regulation and conduct have been prepared. Among the provisions is one requiring the cooperatives to install "in the first year of their working and immediately after they have received the first subvention the moving agricultural school." Adequate systems of bookkeeping and annual reports to the government are also required. Ten per cent of the subvention is to be deducted for the purpose of establishing a savings bank, and at least 20% of the amounts subscribed by the members is to be applied toward capital for a loan bank.

MANY NEW MEMBERS FOR TOBACCO ASSOCIATION

Under date of January 6 the Dark Tobacco Growers' Cooperative Association, Hopkinsville, Ky., announced that during the past 30 days more than 8,000 new contracts had been received, bringing the membership of the association to 69,000.

On January 19 it was reported that 15,935,400 pounds of tobacco had been received on the floors of the association within ten days. The warehouses are much better equipped for handling the crop than last year and the work of receiving has been systematized and is more efficient and accurate. Managers of the receiving stations report that growers are sending in their crop in an orderly manner and are carefully observing the instructions regarding preparation.

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CONNECTICUT VALLEY TOBACCO TO BE SHOWN AT INTERNATIONAL

At the Second International Tobacco Industries Exposition, to be held in New York City, January 28 to February 2, the Connecticut Valley Tobacco Growers' Association, Hartford, Conn., is planning to have a large exhibit, including a section of a tobacco shed with the tobacco hanging.

Nearly one hundred warehouses in Massachusetts and Connecticut are reported to be "humming" with the assorting, sizing and packing of the 1923 crop. A careful estimate indicates a crop of average size.

Checks for the first payments on seventy-five Havana Seed crops were sent out January 3, aggregating \$93,157. The first payments for 1922 for the same crops amounted to \$50,275. The increase is due to a heavier average weight per acre and a much smaller percentage of inferior grades.

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FINAL SETTLEMENT BEING MADE FOR LONG STAPLE COTTON

Final settlement for all long staple cotton of the 1922 crop is now being made by the North Carolina Cotton Growers' Association, Raleigh, N. C. Members have already received advances on this cotton amounting to from 24¢ to 28¢ a pound. Records of the association show that the long staple was sold in 144 pools, and that the average prices for the pools ranged from \$.379508 to \$.209064 per pound.

The following paragraph, quoted from the North Carolina Cotton Grower for January 15, indicates a policy of the association:

Every member of this association should remember that it is his association and that he has the right and that it is his privilege to know everything that is being done in the office in Raleigh. Whenever you have an opportunity the management will be very glad to have you come to headquarters and see how each department does its work.

UNIFORM ACCOUNTING AND AUDITING SERVICE WANTED BY GRAIN MEN

Plans are being worked out for a uniform accounting and auditing system for grain elevators in Illinois. The movement for the establishment of such a system is sponsored by the Illinois Farmers Grain Dealers' Association, the Illinois Agricultural Association, and the managers of local elevator companies. It is believed to be necessary to the permanent success of the elevators. One manager states: "It should give the same means of protection to the investors in stock in these companies and their patrons that the state bank examination gives to banks. The very fact that the elevators belong to this branch of the association and have an audit at least four times a year and supervision at all times, should give them financial standing in their communities equal to that of state or national banks."

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TOBACCO ASSOCIATION ESTABLISHES CROP REPORTING SERVICE

A crop-reporting service has been established by the Tobacco Growers' Cooperative Association, Raleigh, N. C., and an experienced crop reporter placed in charge of the work. It is the intention of the management to establish a statistical department that will be ready at all times to furnish information to inquirers. The first call for information regarding the 1923 crop received a very prompt and gratifying response from secretaries, members and warehouse managers, and it is expected that the department will be of great value. Virginia furnished 318 reports; North Carolina, 421; and South Carolina, 67.

Deliveries of 1923 tobacco to the warehouses of the Tobacco Growers' Cooperative Association had amounted to more than 125,000,000 pounds on December 20 when the warehouses closed for the Christmas holidays. Of this quantity over 12,800,000 pounds was delivered within the last week. Figures for receipts from the different belts are as follows:

	Pounds
South Carolina belt	34,441,818
Eastern North Carolina...	23,804,430
Old Belt of Virginia	
and North Carolina...	60,020,901
Dark-fired Virginia belt.	6,312,293
Sun-cured Virginia belt..	764,796
Total	125,344,238

Deliveries from the first two sections have already greatly exceeded total deliveries from those sections last year. The greater portion of the redried tobacco of the 1922 crop has been sold and the sale of the 1923 crop is progressing satisfactorily. Advance payments for all grades of tobacco continue higher than last year.

COTTON SALES ORGANIZATION REACHING FOR NEW MARKETS

Announcement has been made that the American Cotton Growers' Exchange, Dallas, Texas, has recently established connections in Japan, Austria and Switzerland, for the sale of cotton. The exchange, which is the overhead organization for twelve state cotton associations with their 230,000 members, already has its representatives in Liverpool, Bremen, Havre, Barcelona, and other European cotton centers.

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OKLAHOMA WHEAT GROWERS CONTROL TERMINAL ELEVATOR

A terminal elevator at Fort Worth, Texas, with a capacity of 500,000 bushels, has been leased by the Oklahoma Wheat Growers' Association, Enid, Okla., and will be used in handling Oklahoma and Texas wheat. Nine Oklahoma counties each have 50,000 or more acres of wheat under contract to the association. The total acreage contracted in the state has passed the one million mark.

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EGG ASSOCIATION REPORTS ON SIX MONTHS' WORK

The Washington Egg and Poultry Association, Seattle, Wash., paid to its members during the first six months of 1923 an average price of 25.09¢ per dozen for all grades of eggs. "Extras" brought an average price of 27.2¢ and "Firsts" averaged 24.8¢. Total receipts for the period were 185,427 cases, or 5,562,610 dozen.

Egg sales for the six months brought in \$1,601,937; sales of poultry amounted to \$101,156; the canned egg department, \$7,951; the feed department, \$321,215; the manufacture of pads for egg cases, \$6,113; making a total of \$2,038,374. Direct charges against the various departments were as follows: Egg department, \$135,926; poultry department, \$25,107; canned egg department, \$3,596; feed department, \$16,729; pad department, \$2,029. Operations of the poultry department resulted in a loss of \$5,909, and the canned egg department lost \$80, leaving the total gross reserve for indirect expenses \$111,294. Some of the larger items of direct expense were as follows: Salaries and expenses, \$27,000; administration labor and expense, \$6,618; advertising account, \$2,543; depreciation and exhaustion, \$5,036; warehouse labor and expense, \$11,000. The net operating gain for the six months amounted to \$29,477.

A careful computation of operating costs for the first six months of 1922 and the first six months of 1923, figured on the dozen unit cost, shows a reduction from 3.737¢ in 1922 to 3.6618¢ in 1923.